

Mortgage Bankers Association of America
**LOANS CLOSED AND SERVICING VOLUME
FOR THE
MORTGAGE BANKING INDUSTRY, 1978**



TRENDS
REPORT
NUMBER

**MORTGAGE
BANKING
1978**



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PREFACE

Thanks to cooperation and support from our member MBA firms, the 1978 edition of *Loans Closed and Servicing Volume* continues to reflect the impact of economic variables and changes in market conditions that affect the mortgage banking industry. While the volume of loans closed and serviced by the industry continued to rise in 1978 over comparable 1977 volumes, more detailed analysis provides important insights into future trends and directions for members of the industry that should be considered in their firm's planning of activities in the years to come.

A significant change that occurred in calendar year 1978 was the increased market share attained by mortgage bankers for conventional residential mortgage lending activity. Traditionally, mortgage bankers have held the corner on the market for FHA and VA lending, and 1978 was no exception as the market share for these loans rose to 80.2 percent and 77.1 percent, respectively. Conventional lending for one- to four-unit residences rose by a respectable 2.1 percentage points in 1978 to a 6.7 percent market share in 1978 from a mere 4.6 percent market share in 1977.

Another interesting statistic reflected in the 1978 report is the share of total residential lending conducted by mortgage bankers in 1978, which demonstrates that members of our industry are assisting the low- and moderate-income earning households in the attainment of one of the American Dreams—homeownership. Mortgage bankers' share of residential lending to total lending rose to 89 percent in 1978—the highest share of the decade. More significant is the fact that one- to four-unit residential lending captured 82.5 percent of total origination activity—another 1970's record.

New to this edition of annual survey results is the average loan size originated and serviced by the industry. While historical data series are not available, Table 9 Mortgage Bankers' Average Size Loan Originated in 1978 by Loan Type, Table 10 Mortgage Bankers' Average Size Loan Serviced in 1978 by Loan Type, and Table 11 Mortgage Bankers' Average Size Loan Originated in 1978 for Investor, provide statistics that may be helpful to you, our members, in evaluating your activities and service to the community.

A future trend in the mortgage banking industry is likely to be increased activity with the Federal National Mortgage Association (FNMA) and the Federal Home Loan Mortgage Corporation (FHLMC) as perceived from the movement of mortgage bankers into conventional residential loan activity. Mortgage banker access to "freddie mac," gained during 1979, should lead to growing involvement in the conventional residential loan arena.

Thanks to the participating member firms, the information provided from this survey is available for the Association's support of various legislative and regulatory activities. Similarly, information is available for mortgage bankers in planning and evaluating their activities. This report was prepared under the direction of Dr. Thomas R. Harter, Senior Staff Vice President, Economics and Education. Dr. Harter was assisted by Ms. Carolyn W. Bynum, Mr. Thomas J. Kelly, Ms. Laura R. Gorman, Ms. Roberta C. Burdette, and Mr. David Rotstein.

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Executive Vice President
Mortgage Bankers Association
of America

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LOANS CLOSED AND SERVICING VOLUME, 1978

By Dr. Thomas R. Harter

MARKET SHARE

Mortgage bankers increased their share of originations in every category of residential lending during 1978. Total residential lending by mortgage bankers accounted for 17.4 percent of such lending—a full percentage-point increase over the market share achieved in 1977.

National housing programs are basically implemented through mortgage bankers as their share of one- to four-unit FHA and VA lending reached 80.2 percent and 77.1 percent, respectively, during 1978.

Mortgage bankers also captured an increased share of the conventional one- to four-unit residential loan market during the year. While providing only 4.6 percent of the conventional originations in 1977, mortgage bankers captured 6.7 percent of the market in 1978.

The mix of mortgage banker originations also shifted significantly during 1978. Residential loan originations accounted for 89 percent of the industry activity—the highest level for residential activity during the decade of the Seventies. One- to four-unit residential loans accounted for 82.5 percent of total mortgage company activity, and the greatest share of the mortgage bankers' origination activity during the decade.

One of the highlights of mortgage banker origination activity was the significant increase in the relative importance of one- to four-unit residential loans of a conventional nature. The dollar volume of originations for such loans was almost double that of 1977 at \$10.1 billion and accounted for 32.4 percent of total one- to four-unit originations in 1978. The mix of originations for one- to four-unit loans was almost equally divided among FHA, VA, and conventional loans during 1978.

Clearly, the shift of mortgage banker origination activity is toward conventional residential loans. The \$5 billion increase in mortgage banker originations is almost totally accounted for by the increase in conventional residential loans.

There was also a significant shift in the structure of purchasing investors during 1978. In 1976 and 1977, slightly over 40 percent of mortgage banker originations found their way into "ginnie mae pools." During 1978, however, "ginnie mae pools" accounted for only 25.4 percent of the purchases of mortgage banker generated

loans. The Federal National Mortgage Association (FNMA) became a much more significant investor for mortgage bankers during 1978, taking 23.7 percent of the industry's originations as compared with only 13.2 percent in 1977. This increased importance of "fannie mae" reflects the success of their conventional loan program and that program's importance to the mortgage banker.

LOAN ORIGINATIONS

First mortgage loans closed by mortgage bankers totalled \$37.8 billion—an increase of \$5.2 billion (15.95 percent) over the previous year. This increase in loan origination activity is very close to the growth in the median price of homes and, therefore, reflects an inflationary growth.

Total lending activity reached \$46.7 billion in 1978 reflecting an 18.5 percent increase over 1977's level of activity. The growth in non-first mortgage loans was largely accounted for by the growth in construction lending, second mortgage loans, and other non-mortgage loans.

The one- to four-unit residential loan category grew by \$5.6 billion in 1978 over 1977's level of originations. Conventional and FHA production reached just over \$10 billion, while VA originations totalled \$11 billion during the year. The \$4.3 billion increase in conventional loan originations far overshadowed the \$1.85 billion increase in FHA production and the \$0.5 billion reduction in VA originations. Conventional loan closings showed the greatest growth rate in this category. There were \$10.1 billion in conventional loans closed—a 74.1 percent increase over 1977.

Multiunit loan closings totalled \$2.5 billion—an increase of almost \$500 million over the 1977 closings—far short of the \$3.5 billion in closings during 1972. The slight increase in 1978 continues a reversal started in 1977 following a four-year decline in multifamily lending activity.

Nonresidential mortgage originations fell almost a billion dollars from the record 1977 level of \$5.1 billion. However, construction lending reached the \$7.5 billion level during 1978 and non-mortgage lending in total reached \$8.9 billion—the highest level of the decade with the exception of 1973.

LOAN ADMINISTRATION

Total servicing by mortgage bankers rose to a record level of \$189.9 billion by the end of 1978. The \$27.7 billion gain in servicing represents a 17 percent annual growth rate—the fastest growth rate of the decade. The largest share of mortgage banker servicing, 25.9 percent, was done through “ginnie mae pools” followed by “fannie mae” (19.7 percent) and then life insurance companies (18.5 percent). Life insurance companies continue to decline in relative importance in terms of servicing as the secondary markets grow in importance.

While the dollar volume of servicing has more than doubled between 1971 and 1978, the volume of servicing for life insurance companies has remained relatively constant at \$35 billion. Thus, the relative position of life insurance companies in the servicing function has fallen from 37.4 percent of mortgage banker servicing in 1971 to 18.5 percent in 1978. Likewise, from being the largest servicing client of mortgage bankers as recently as 1976, the life insurance companies have fallen to third position in 1978. The significant withdrawal of the life insurance industry from the residential mortgage market accounts for the decline in the relative volume of servicing done for life insurance companies.

As with originations, servicing is dominated by residential loans. In 1978, servicing of residential loans accounted for 88.7 percent of all mortgage banker servicing, with nonresidential loans contributing only 11.3 percent to total servicing. This distribution of servicing represents the lowest relative level of income property servicing for the decade—a trend that is likely to continue.

AVERAGE LOAN SIZES

This report, for the first time, provides specific information concerning the average size of the various loans originated and serviced by mortgage bankers. These loan sizes are difficult to interpret due to the lack of historical data in this area.

The average size loan originated during 1978 in the category of one- to four-unit residential loans follows a pattern that would be expected. The average size of a one- to four-unit residential loan was \$40,020 in 1978 with the following breakdown by type of loan:

FHA	\$34,982
VA	39,790
Conventional	47,062

The multiunit loan averaged \$960,011 during 1978 with FHA originations averaging \$1,907,208, while conventional loans only averaged \$741,182. The distribution of average loan size for multiunit loans was also much greater than that of one- to four-unit loans as demonstrated by the various breaks by origination volume.

Surprisingly, the average size of a nonresidential loan originated in 1978 was only \$647,165; however, there is significant deviation about that average. Farm and ranch loans averaged \$283,331, but also exhibited substantial deviation about that level.

The average size loan serviced exhibits patterns similar to originations, but at somewhat lower levels. The average size one- to four-unit residential loan serviced in 1978 was \$21,050 with the following breakdown by type of loan:

FHA	\$16,504
VA	22,879
Conventional	28,944

The substantial difference in average size between the three types of residential loans can be explained by several factors. Conventional loans are of relatively recent vintage and are originated without specific loan size limits. Therefore, conventional loans would be expected to represent a higher balance than the insured loans. Similarly, VA loan limits are more generous than FHA limits and, therefore, result in higher loan balances.

In the multiunit category of servicing, the average servicing balance was \$473,790 in 1978 with FHA loans averaging \$1,532,792 and conventional loans at \$389,532. The wide disparity between FHA and conventional multi-family servicing balances probably reflects the recent dominance of the market by FHA, thus, reflecting newer loans with larger balances.

The average balance on nonresidential income property loans serviced, and farm and ranch loans is \$269,567 and \$103,817, respectively, for 1978. The average servicing balance on nonresidential income property is substantially below the average origination size, which indicates an expected growth in the average servicing balance in future years.

The average loan origination size by investor illustrates that “fannie mae”, “ginnie mae”, and housing finance agencies are serving the lower end of the housing spectrum. On average, the industry originates loans between \$39,581 and \$40,070 for the FNMA and GNMA pools, while delivering average loans of \$35,514 to state housing finance agencies. In contrast, the average size loan originated for S&L's is \$47,151, commercial banks at \$54,329, and mutual savings banks at \$64,708. While the averages for the private institutions would contain some income property loans that would cause the higher average loan size, the vast majority of such lending is dominated by residential loans.

The interpretations of the average servicing balances and origination amounts are speculative at best because of the lack of information concerning the age of the loan and the type of loan. However, the average balances presented in this report clearly indicate that the mortgage banker is serving the needs of low- and moderate-income households in the attainment of homeownership.

THE FUTURE

As the mortgage market becomes more and more closely related to the organized capital markets, the mortgage banking function will continue to serve an increasing share of the mortgage credit needs of this country. While mortgage banking entities themselves may not fully reflect this trend, other institutions such as savings and loan associations, can be expected to perform a greater variety of mortgage banking functions within existing corporate structures.

Mortgage banking firms traditionally captured a greater share of the mortgage origination business in periods of significant economic slowdown, however, 1978 results show an increased market share during a period of relative boom in the housing market. Following market shares in residential loan originations of 16.3 percent and 16.5 percent in 1977 and 1976, respectively, the mortgage bankers' market share of residential loan originations grew to 17.4 percent in 1978. This increase in 1978 market share reflects the first rise in share during a period of economic growth in the decade. A significant variation from historical patterns, the increased share of market obtained by mortgage bankers during 1978 is an indication of future trends in the residential mortgage market.

The securitization of the mortgage has made funds available for residential mortgage lending during periods

when interest rates paid by major mortgage lending institutions could not retain a steady flow of funds to the residential market. The increased role of securities in the residential mortgage market is largely responsible for the growth in market share achieved by mortgage bankers during 1978, although not to the degree achieved in 1976 and 1977.

As mortgage bankers moved into the conventional residential loan arena during 1978, their activity with the Federal National Mortgage Association also grew. The volume of originations placed with "fannie mae" more than doubled from that of the previous year and reached a record level for the decade. This increased use of "fannie mae," in part, reflects the mortgage bankers' use of the conventional loan market provided by "fannie mae." Access to the Federal Home Loan Mortgage Corporation, gained during 1979, should lead to increasing involvement by mortgage bankers in the conventional residential loan markets.

The Federal National Mortgage Association, Government National Mortgage Association and their sponsored pools, and state finance agencies accounted for just over 60 percent of total residential loan originations by mortgage bankers during 1978—about the same share as in the two prior years. Access to the Federal Home Loan Mortgage Corporation should increase the share of activity going through organized markets, as well as into the conventional loan market.

MORTGAGE BANKERS' SHARE OF THE MARKET

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2 Originations By Mortgage Bankers as a Percent of Originations By Six Institutions, 1971-1978	9
3 Servicing By Mortgage Bankers as a Percent of Mortgage Debt Outstanding, 1971-1978	10

Table 1

Property Type	TOTAL MORTGAGE ORIGINATIONS BY SIX INSTITUTIONS* IN 1978						
	Total	Mort. Co.	S&L	Comm. Bank	MSB	Life Ins. Co.	Fed. Cred. Agcy.
	(Dollars in Millions)						
Total Residential	\$193,402	\$33,597	\$ 96,177	\$43,524	\$10,903	\$2,643	\$6,558
1-4 Unit Residential	\$177,669	\$31,146	\$ 89,952	\$41,384	\$ 9,494	\$ 850	\$4,843
FHA	12,527	10,051	774	1,089	460	153	0
VA	14,279	11,000	1,534	957	600	188	0
Conventional	150,863	10,095	87,644	39,338	8,434	509	4,843
Multiunit	\$ 15,733	\$ 2,451	\$ 6,225	\$ 2,140	\$ 1,409	\$1,793	\$1,715
FHA	2,760	918	130	162	260	35	1,255
Conventional	12,973	1,533	6,095	1,978	1,149	1,758	460
Nonresidential	\$ 33,524	\$ 4,167	\$ 5,301	\$18,556	\$ 1,797	\$ 2,679	\$1,024
Total	\$226,926	\$37,764	\$101,478	\$62,080	\$12,700	\$5,322	\$7,582
	(Percentages)						
Total Residential	100.0 %	17.4 %	49.7 %	22.5 %	5.6 %	1.4 %	3.4 %
1-4 Unit Residential	100.0	17.5	50.6	23.3	5.4	0.5	2.7
FHA	100.0	80.2	6.2	8.7	3.7	1.2	0.0
VA	100.0	77.1	10.7	6.7	4.2	1.3	0.0
Conventional	100.0	6.7	58.1	26.1	5.6	0.3	3.2
Multiunit	100.0	15.6	39.6	13.6	8.9	11.4	10.9
FHA	100.0	33.2	4.7	5.9	9.4	1.3	45.5
Conventional	100.0	11.8	47.0	15.2	8.9	13.6	3.5
Nonresidential	100.0	12.4	15.8	55.4	5.4	8.0	3.0
Total	100.0	16.6	44.7	27.4	5.6	2.4	3.3

*Six institutional mortgage originators are Mortgage Bankers, Savings & Loan Associations, Commercial Banks, Mutual Savings Banks, Life Insurance Companies, and Federal Credit Agencies.

MBA estimates. Sources adapted from: Federal Home Loan Bank Board; Federal Reserve, Flow of Funds and Mortgage Debt Statistics; U.S. Department of Housing and Urban Development, Annual Report on National Housing Goals and Gross Mortgage Flows Data.

**ORIGINATIONS BY MORTGAGE BANKERS
AS A PERCENT OF ORIGINATIONS BY SIX INSTITUTIONS, 1971-1978**

Chart 2

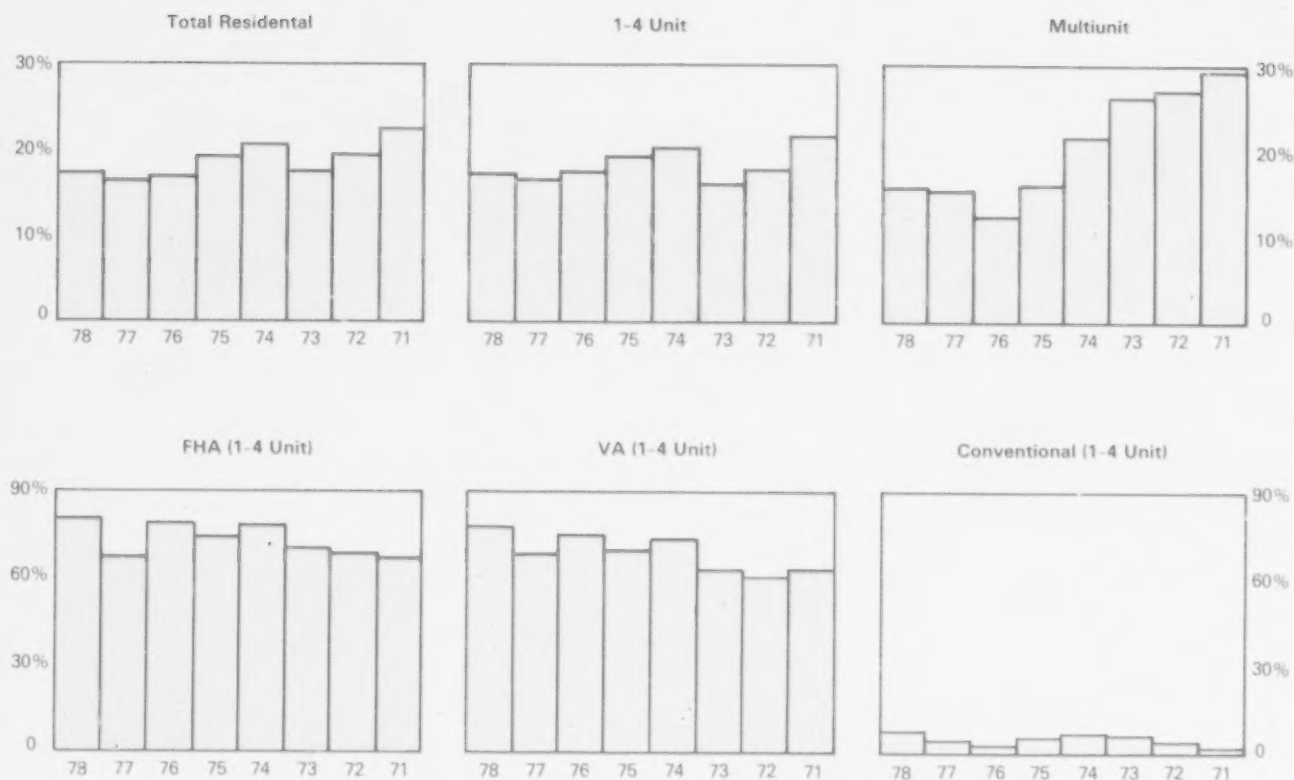


Table 2

Property and Type of Loan	ORIGINATIONS BY MORTGAGE BANKERS AS A PERCENT OF ORIGINATIONS BY SIX INSTITUTIONS*							
	1978	1977	1976	1975	1974	1973	1972	1971
Total Residential	17.4%	16.3%	16.5%	18.8%	20.1%	17.2%	18.8%	22.2%
1-4 Unit Residential	17.5	16.4	17.0	19.3	20.0	15.8	17.5	21.0
FHA	80.2	67.7	78.5	74.2	78.0	70.2	68.7	68.3
VA	77.1	68.8	75.6	70.6	74.8	63.2	61.4	62.6
Conventional	6.7	4.6	4.3	5.3	6.5	6.1	3.8	1.5
Multiunit	15.6	15.2	12.0	15.4	21.2	25.9	26.7	29.5

*Six institutional mortgage originators are those used in Table 1: Mortgage Bankers, Savings & Loan Associations, Commercial Banks, Mutual Savings Banks, Life Insurance Companies and Federal Credit Agencies.

Sources Adapted from: Federal Home Loan Bank Board; Federal Reserve, Flow of Funds and Mortgage Debt Statistics; U.S. Department of Housing and Urban Development, Annual Report on National Housing Goals and Gross Mortgage Flows Data.

**SERVICING BY MORTGAGE BANKERS AS A PERCENT OF
MORTGAGE DEBT OUTSTANDING, 1971-1978**

Chart 3

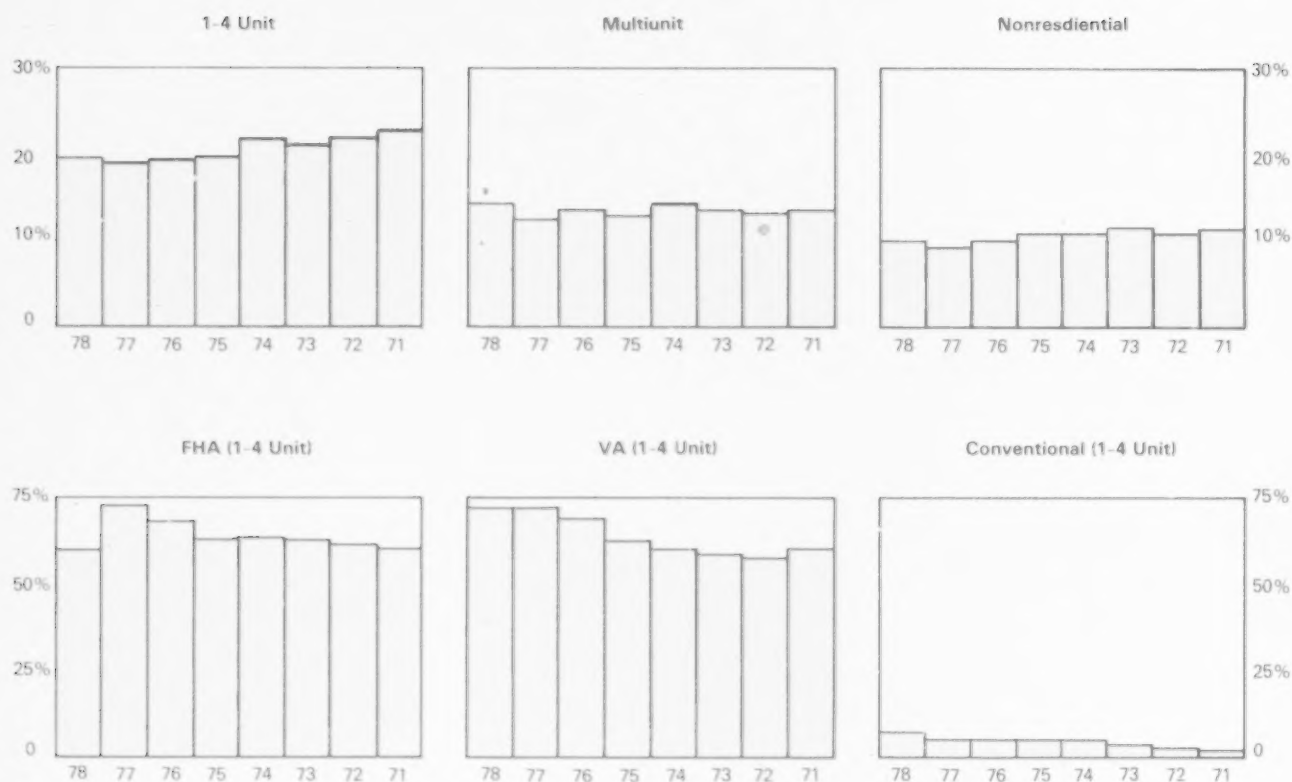


Table 3

Property and Type of Loan	SERVICING BY MORTGAGE BANKERS AS A PERCENT OF MORTGAGE DEBT OUTSTANDING, 1971-1978							
	1978	1977	1976	1975	1974	1973	1972	1971
Total Residential	19.1%	18.0%	18.7%	18.7%	18.5%	18.4%	18.8%	20.9%
1-4 Unit Residential	19.9	19.0	19.6	19.8	21.4	21.2	21.8	22.5
FHA	62.2	72.1	67.7	64.1	64.2	62.2	61.0	60.3
VA	71.6	71.6	68.0	62.0	59.8	58.8	58.4	60.3
Conventional	5.8	4.5	4.5	4.5	4.5	4.2	3.3	3.0
Multiunit	13.7	12.4	13.5	13.3	14.1	13.9	13.4	13.5
Nonresidential	10.1	9.3	10.2	10.7	10.7	11.0	10.7	11.0
Totals	16.2%	15.8%	16.5%	16.6%	17.6%	17.6%	17.9%	18.4%

Source adapted from Federal Reserve Mortgage Debt Statistics.

MORTGAGE BANKING HISTORICAL TRENDS

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Chart 4

MORTGAGE BANKERS' ORIGINATIONS BY TYPE OF LOAN SOLD

(Dollars in Billions)

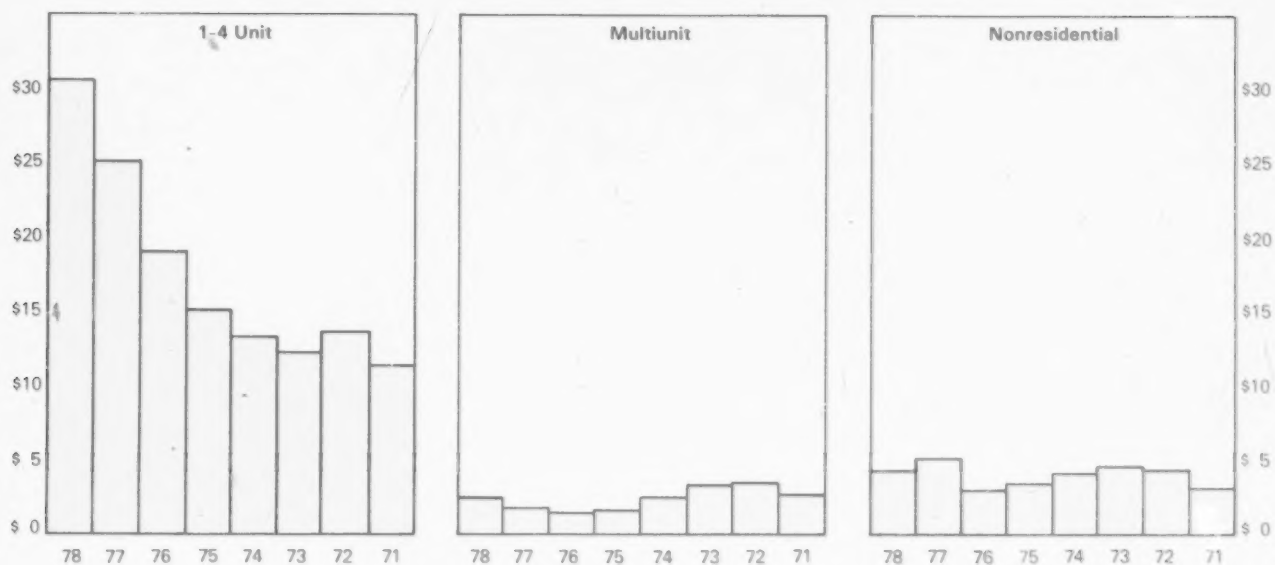


Table 4

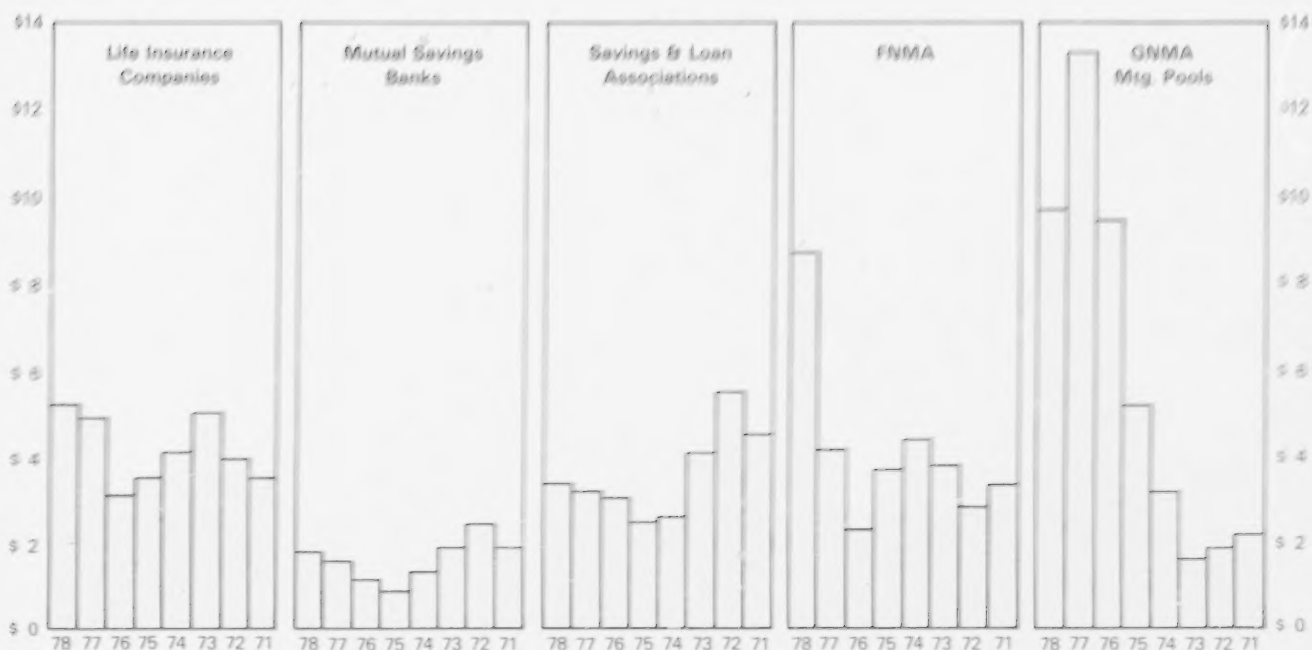
MORTGAGE BANKERS' ORIGINATIONS BY TYPE OF LOAN, 1971-1978

(Dollars in Millions)

Type of Loan	1978	1977	1976	1975	1974	1973	1972	1971
Total Residential	\$33,597	\$27,509	\$20,432	\$16,629	\$15,700	\$15,974	\$16,854	\$14,749
1-4 Unit Residential	31,146	25,544	18,986	15,062	13,244	12,658	13,305	11,894
FHA	10,051	8,197	5,938	5,034	3,669	3,606	6,143	7,173
VA	11,000	11,572	9,051	6,767	6,113	4,962	4,928	4,126
Conventional	10,095	5,775	3,997	3,261	3,462	4,090	2,234	595
Multiunit	2,451	1,965	1,446	1,567	2,456	3,316	3,549	2,855
FHA	918	967	809	742	888	1,217	1,510	1,467
Conventional	1,533	998	637	825	1,568	2,099	2,039	1,388
Nonresidential	4,167	5,138	3,147	3,627	4,373	4,994	4,346	3,207
Total	\$37,764	\$32,647	\$23,579	\$20,265	\$20,073	\$20,968	\$21,200	\$17,956
	(Percentages)							
Total Residential	89.0%	84.2%	86.6%	82.0%	78.2%	76.2%	79.5%	82.1%
1-4 Unit Residential	82.5	78.2	80.5	74.3	66.0	60.4	62.8	66.2
FHA	26.6	25.1	25.2	24.8	18.3	17.2	29.0	39.9
VA	29.1	35.4	38.4	33.4	30.5	23.7	23.2	23.0
Conventional	26.8	17.7	16.9	16.1	17.2	19.5	10.6	3.3
Multiunit	6.5	6.0	6.1	7.7	12.2	15.8	16.7	15.9
FHA	2.4	3.0	3.4	3.7	4.4	5.8	7.1	8.2
Conventional	4.1	3.0	2.7	4.0	7.8	10.0	9.6	7.7
Nonresidential	11.0	15.8	13.4	18.0	21.8	23.8	20.5	17.9
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

MORTGAGE BANKERS' LOANS ORIGINATED BY PURCHASING INVESTOR
(Dollars in Billions)

Chart 5



MORTGAGE BANKERS' LOANS ORIGINATED BY PURCHASING INVESTOR
(Dollars in Millions)

Table 5

Investor ¹	1978	1977	1976	1975	1974	1973	1972	1971
Life Insurance Companies	\$ 5,177	\$ 4,894	\$ 3,001	\$ 3,375	\$ 4,092	\$ 4,967	\$ 4,059	\$ 3,622
Mutual Savings Banks	1,793	1,551	1,181	992	1,270	1,894	2,477	1,889
Savings & Loan Associations	3,325	3,248	3,154	2,670	2,708	4,229	5,546	4,496
Commercial Banks ²	2,154	1,890	981	702	1,046	1,182	1,178	717
FNMA	8,963	4,299	2,334	3,731	4,380	3,725	2,846	3,333
GNMA	1,268	449	1,629	1,920	1,206	1,247	977	436
GNMA Mtg. Pools	9,592	13,299	9,454	5,233	3,209	1,614	1,939	2,229
State Finance Agencies	629	585	317	300	234	89	106	19
Others	3,766	1,671	954	887	1,285	1,264	1,339	615
Uncommitted Inventory	1,097	761	574	455	643	757	733	600
Total	\$37,764	\$32,647	\$23,579	\$20,265	\$20,073	\$20,968	\$21,200	\$17,956
	(Percentages)							
Life Insurance Companies	13.7%	15.0%	12.7%	16.7%	20.4%	23.7%	19.1%	20.2%
Mutual Savings Banks	4.8	4.8	5.0	4.9	6.3	9.0	11.7	10.5
Savings & Loan Associations	8.8	9.9	13.4	13.2	13.5	20.2	26.2	25.0
Commercial Banks	5.7	5.8	4.1	3.4	5.2	5.7	5.6	4.0
FNMA	23.7	13.2	9.9	18.4	21.8	17.8	13.4	18.6
GNMA	3.4	1.4	6.9	9.5	6.0	5.9	4.6	2.4
GNMA Mtg. Pools	25.4	40.7	40.2	25.8	16.0	7.7	9.1	12.4
State Finance Agencies	1.7	1.8	1.3	1.5	1.2	0.4	0.5	0.1
Others	9.9	5.1	4.1	4.4	6.4	6.0	6.3	3.5
Uncommitted Inventory	2.9	2.3	2.4	2.2	3.2	3.6	3.5	3.3
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Chart 6

MORTGAGE BANKERS' CONSTRUCTION LOANS

(Dollars in Billions)

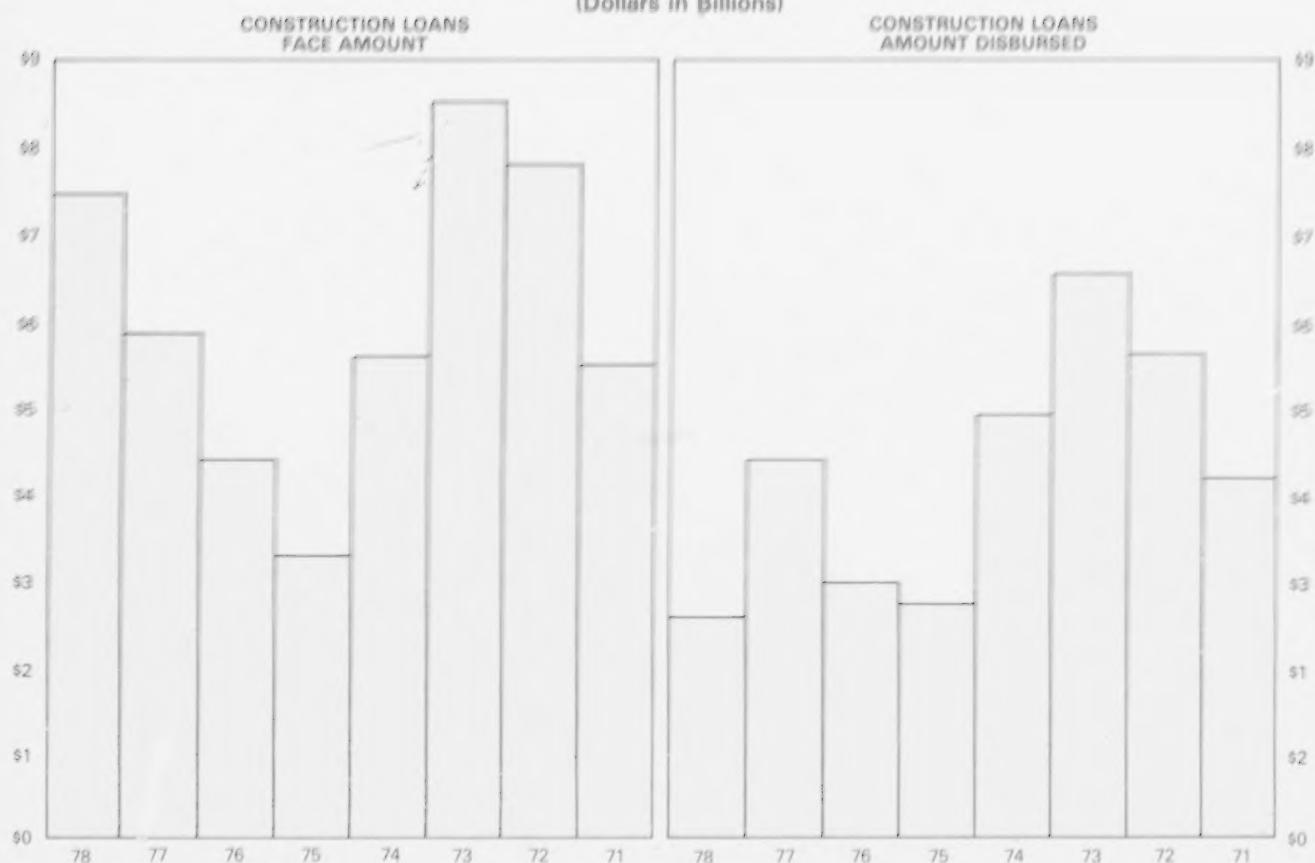


Table 6

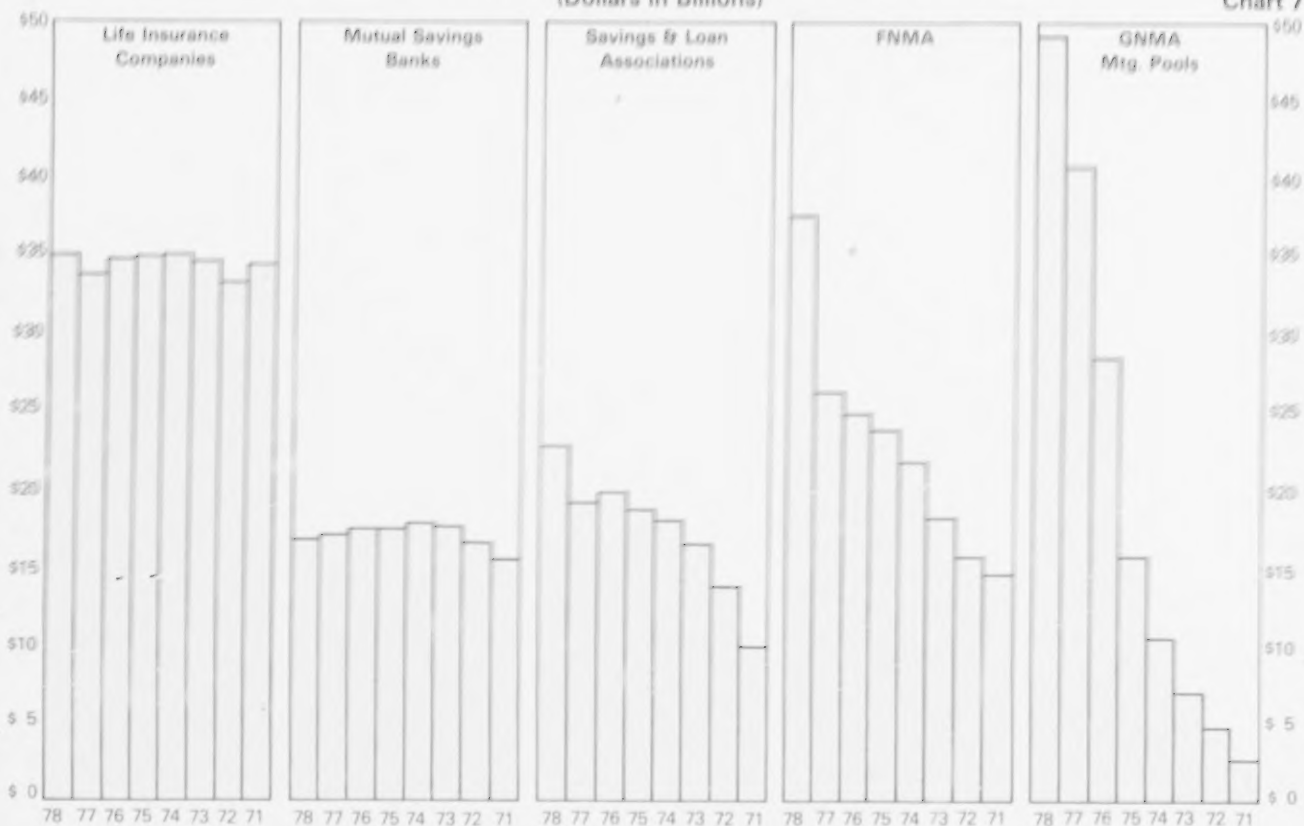
MORTGAGE BANKERS' ORIGINATIONS OF NON-FIRST MORTGAGE LOANS

(Dollars in Millions)

Type of Loan	1978	1977	1976	1975	1974	1973	1972	1971
Construction Loans								
Face Amount	\$ 7,457	\$ 5,867	\$ 4,439	\$ 3,274	\$ 5,588	\$ 8,503	\$ 7,765	\$ 5,532
Amount Disbursed	2,488	4,426	2,979	2,752	4,884	6,468	5,616	4,062
Land Development Loans	585	497	451	306	553	937	824	382
Second Mortgage Loans	313	84	96	90	122	408	160	54
Other Non-Mortg. Loans	540	304	200	235	212	174	136	77
Total	\$ 8,895	\$ 6,752	\$ 5,186	\$ 3,905	\$ 6,475	\$10,022	\$ 8,885	\$ 6,045
	(Percentages)							
Construction Loans								
Face Amount	83.8%	86.9%	85.5%	83.8%	86.3%	84.8%	87.4%	91.5%
Amount Disbursed	28.0	65.6	57.4	70.5	75.4	64.5	63.2	67.2
Land Development Loans	6.6	7.4	8.7	7.8	8.5	9.3	9.3	6.3
Second Mortgage Loans	3.5	1.2	1.9	2.3	1.9	4.1	1.8	0.9
Other Non-Mortg. Loans	6.1	4.5	3.9	6.1	3.3	1.8	1.5	1.3
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

MORTGAGE BANKERS' SERVICING BY INVESTOR
(Dollars in Billions)

Chart 7



MORTGAGE BANKERS' SERVICING BY INVESTOR
(Dollars in Billions)

Table 7

Investor	1978	1977	1976	1975	1974	1973	1972	1971
Life Insurance Companies	\$ 35.0	\$ 33.7	\$ 34.7	\$ 34.9	\$ 35.0	\$ 34.5	\$ 32.8	\$ 34.4
Mutual Savings Banks	17.0	17.3	17.7	17.7	17.9	17.8	16.7	15.7
Savings & Loan Associations	22.7	19.3	19.9	18.6	17.9	16.6	13.9	10.0
Commercial Banks ²	12.3	11.0	10.3	10.2	8.7	7.6	6.9	6.4
FNMA	37.4	25.9	24.4	23.4	21.8	18.3	15.8	14.7
GNMA	0.8	1.1	1.8	3.4	2.2	1.6	2.3	2.4
GNMA Mtg. Pools	49.1	41.0	28.2	15.9	10.6	7.0	4.8	2.7
State Finance Agencies	2.4	1.8	1.2	0.8	0.6	0.3	0.2	0.1
Others	5.1	4.6	4.1	4.2	3.3	3.2	2.8	1.9
Inventory, Serviced Own Acct.	8.1	6.5	4.5	3.6	3.3	4.9	4.9	3.8
Total	\$ 189.9	\$ 162.2	\$ 146.8	\$ 132.8	\$ 121.3	\$ 111.9	\$ 101.1	\$ 92.1
	(Percentages)							
Life Insurance Companies	18.5%	20.8%	23.6%	26.3%	28.8%	30.8%	32.4%	37.4%
Mutual Savings Banks	9.0	10.7	12.1	13.3	14.8	15.9	16.6	17.0
Savings & Loan Associations	11.9	11.9	13.6	14.0	14.8	14.8	13.7	10.9
Commercial Banks ²	6.5	6.7	7.0	7.7	7.2	6.8	6.9	7.0
FNMA	19.7	16.0	16.6	17.6	18.0	16.4	15.6	16.0
GNMA	0.4	0.7	1.2	2.6	1.8	1.4	2.3	2.6
GNMA Mtg. Pools	25.9	25.3	19.2	12.0	8.7	6.3	4.7	2.9
State Finance Agencies	1.2	1.1	0.8	0.6	0.5	0.3	0.2	0.1
Others	2.7	2.8	2.7	3.2	2.7	2.9	2.8	2.0
Inventory, Serviced Own Acct.	4.2	4.0	3.1	2.7	2.7	4.4	4.8	4.1
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Chart 8

MORTGAGE BANKERS' SERVICING BY PROPERTY AND LOAN TYPE

(Dollars in Billions)

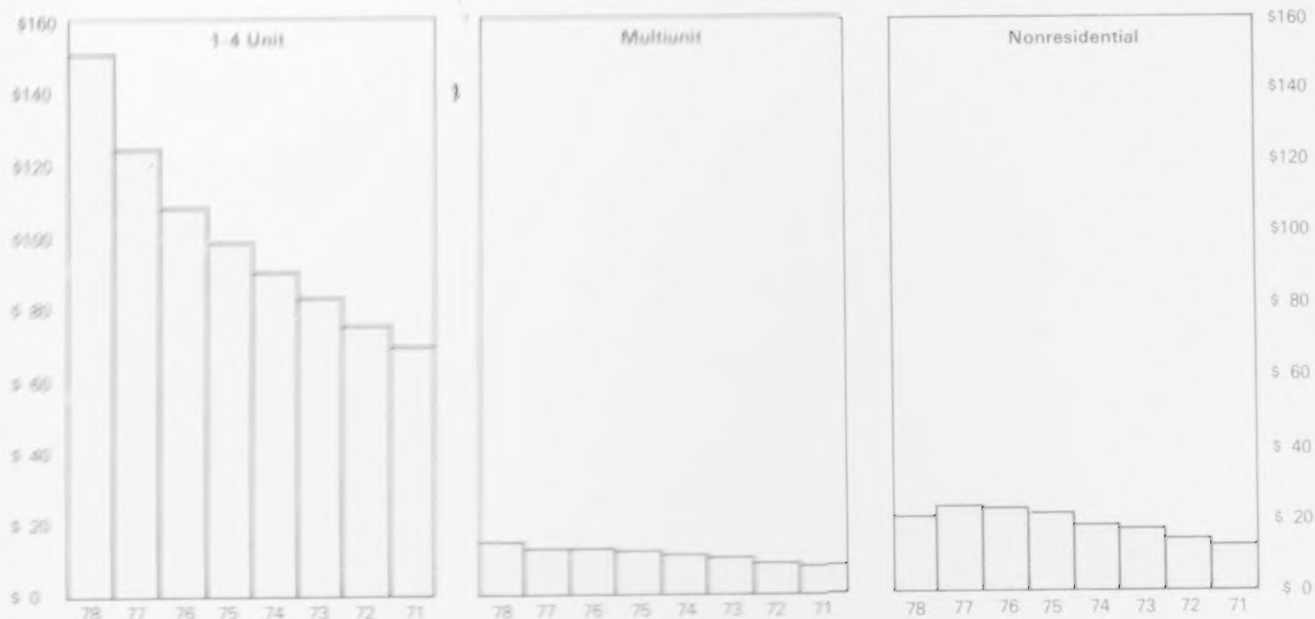


Table 8

MORTGAGE BANKERS' SERVICING BY PROPERTY AND LOAN TYPE

(Dollars in Billions)

Property & Loan Type	1978	1977	1976	1975	1974	1973	1972	1971
Total Residential	\$168.5	\$138.4	\$123.6	\$110.4	\$101.5	\$94.0	\$85.8	\$78.3
1-4 Unit Residential	151.7	124.6	109.8	97.1	88.7	82.1	75.6	69.3
FHA	56.8	49.0	45.0	42.4	41.8	41.2	41.6	39.6
VA	61.2	52.7	45.6	38.2	33.6	29.4	26.2	23.7
Conventional	33.7	22.9	19.2	16.5	13.2	11.5	7.8	6.0
Multiunit	16.8	13.8	13.8	13.3	12.8	11.9	10.2	9.0
FHA	4.0	4.9	4.1	3.5	2.9	2.3	2.2	1.6
Conventional	12.8	8.9	9.7	9.9	10.0	9.6	8.0	7.4
Nonresidential	21.4	23.8	23.3	22.3	19.7	18.0	15.3	13.8
Total	\$189.9	\$162.2	\$146.8	\$132.8	\$121.3	\$111.9	\$101.1	\$92.1
	(Percentages)							
Total Residential	88.7%	85.3%	84.2%	83.2%	83.7%	84.0%	84.9%	85.0%
1-4 Unit Residential	79.9	76.8	74.8	73.1	73.1	73.4	74.8	75.3
FHA	29.9	30.2	30.6	31.9	34.5	36.8	41.2	43.0
VA	32.2	32.5	31.1	28.8	27.7	26.3	25.9	25.8
Conventional	17.8	14.1	13.1	12.4	10.9	10.3	7.7	6.5
Multiunit	8.8	8.5	9.4	10.1	10.6	10.6	10.1	9.7
FHA	2.1	3.0	2.8	2.6	2.4	2.1	2.2	1.7
Conventional	6.7	5.5	6.6	7.5	8.2	8.5	7.9	8.0
Nonresidential	11.3	14.7	15.9	16.8	16.2	16.0	15.1	15.0
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

MORTGAGE BANKERS' AVERAGE SIZE LOAN ORIGINATED AND SERVICED IN 1978

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Table 9 MORTGAGE BANKERS' AVERAGE SIZE LOAN ORIGINATED IN 1978 BY LOAN TYPE
By Origination Volume in Millions of Dollars

Type of Loan	Less Than \$10,000	\$10,000 to \$25,000	\$25,000 to \$50,000	\$50,000 to \$100,000	\$100,000 to \$200,000	\$200,000 or More	Industry Averages
Total 1-4 Unit Residential	30,917	37,945	37,405	39,127	42,458	40,669	40,020
FHA	26,657	29,978	33,092	34,906	36,919	36,022	34,982
VA	30,293	36,164	37,494	39,529	41,992	40,689	39,790
Conventional	39,663	47,823	44,787	43,541	48,448	49,129	47,062
All Multiunit	800,197	507,184	1,405,741	515,083	773,822	1,011,420	960,011
FHA	5,999,778	0	2,879,315	269,824	1,122,905	2,154,743	1,907,208
Conventional	630,300	507,184	782,111	718,113	762,765	739,342	741,182
Nonresidential	804,423	564,611	974,707	442,126	546,227	1,284,307	647,165
Farm & Ranch	0	312,054	1,499,790	491,167	67,796	9,788	283,331
All First Mortgage Loans	\$ 53,904	\$ 44,581	\$ 56,038	\$ 46,691	\$ 48,387	\$ 46,700	\$ 47,985
Construction	214,932	72,865	117,387	186,041	80,421	72,070	106,085
Land Development	237,536	1,459,280	142,590	493,439	404,967	198,530	225,838
Second Mortgage	88,944	0	11,042	44,079	12,041	11,633	16,786
Mobile Home	0	0	0	12,457	15,799	12,131	12,495
All Other	4,535	690,618	177,834	15,053	75,516	9,554	23,159
All Loans	\$ 59,596	\$ 47,550	\$ 68,031	\$ 53,466	\$ 50,830	\$ 44,616	\$ 50,978
Total Number of Firms	261	149	118	76	65	30	699

Table 10

MORTGAGE BANKERS' AVERAGE SIZE LOAN SERVICED IN 1978 BY LOAN TYPE
By Servicing Volume in Millions of Dollars

Type of Loan	Less Than \$50,000	\$50,000 to \$100,000	\$100,000 to \$200,000	\$200,000 to \$400,000	\$400,000 to \$800,000	\$800,000 to \$1,200,000	\$1,200,000 or More	Industry Averages
Total 1-4 Unit Residential	25,327	18,571	22,120	21,697	21,986	20,496	20,322	21,050
FHA	19,018	15,182	16,391	17,246	17,115	16,582	16,254	16,504
VA	26,366	20,766	23,810	23,545	23,207	23,086	22,227	22,879
Conventional	34,044	26,685	32,226	31,521	31,650	29,030	28,267	28,944
All Multiunit	254,040	1,217,687	139,826	624,569	430,124	787,605	528,328	473,790
FHA	3,220,000	1,325,722	489,291	1,100,984	2,262,695	1,743,130	1,318,146	1,532,792
Conventional	548,952	1,213,090	132,920	569,471	317,365	617,204	464,752	389,532
Nonresidential	35,888	588,967	393,989	377,777	355,960	506,831	762,199	269,567
Farm & Ranch	23,661	104,641	78,731	91,973	124,212	0	21,267	103,817
All First Mortgage Loans	\$ 32,117	\$ 21,287	\$ 29,373	\$ 26,736	\$ 26,198	\$ 26,779	\$ 24,251	\$ 25,918
Construction	586,458	276,429	176,280	35,861	84,082	51,082	92,698	100,706
Land Development	186,563	4,253,212	249,767	96,100	334,538	249,034	201,862	316,912
Second Mortgage	98,046	0	124,568	10,337	11,150	28,034	10,270	16,487
Mobile Home	0	0	0	10,260	0	11,910	10,622	10,882
All Other	6,668	0	562,333	32,118	12,332	106,533	34,269	13,600
All Loans	\$ 38,362	\$ 23,383	\$ 32,209	\$ 26,939	\$ 26,678	\$ 26,780	\$ 23,998	\$ 37,718
Total Number of Firms	247	114	128	105	53	25	27	699

Table 11

MORTGAGE BANKERS' AVERAGE SIZE LOAN ORIGINATED IN 1978 FOR INVESTOR
By Origination Volume in Millions of Dollars

Investor	Less Than \$10,000	\$10,000 to \$25,000	\$25,000 to \$50,000	\$50,000 to \$100,000	\$100,000 to \$200,000	\$200,000 or More	Industry Averages
Life Insurance Companies	\$996,515	\$176,393	\$ 291,346	\$130,062	\$136,091	\$108,819	\$151,853
Mutual Savings Banks	358,130	33,568	48,414	46,195	55,212	42,686	64,708
Savings & Loan	61,750	39,343	77,265	41,484	53,586	44,602	47,151
Commercial Banks ²	41,409	44,172	78,769	53,719	49,621	56,285	54,329
FNMA	26,945	32,960	44,871	40,228	41,017	41,236	39,581
GNMA	21,514	44,848	1,502,446	59,205	48,752	76,718	109,051
Mort. Pools for GNMA	NC	42,965	36,228	37,863	41,422	40,648	40,070
State Finance Agencies	49,000	27,034	40,870	33,337	34,523	37,905	35,514
Others	37,913	43,553	50,862	40,694	57,974	68,232	56,404
Serviced Own Acct.	60,017	38,544	48,768	46,470	50,165	51,551	48,220
All Investors	\$ 53,904	\$ 44,581	\$ 56,038	\$ 46,691	\$ 48,387	\$ 46,699	\$ 47,985

LOANS CLOSED AND SERVICED

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Table 12

MORTGAGE LOANS SERVICED BY TYPE OF INVESTOR IN 1978
By Size of Servicing Portfolio for Mortgage Bankers
(Dollars in Millions)

TYPE OF LOAN	All Investors	Investor										Un-Committed Inventory
		Life Insurance Companies	Mutual Savings Banks	Savings & Loan Associations	Commercial Banks ²	Under \$100 Serviced		GNMA Pools	State Finance Agencies	Others		
						FNMA	GNMA					
Total Mortgage Loans Serviced	15,426	2,763	553	3,167	879	4,706	109	1,736	311	390	812	
1-4 Unit Residential	12,049	979	342	2,831	405	4,706	103	1,482	301	217	683	
FHA	5,025	278	177	1,108	124	2,344	52	662	96	46	138	
VA	4,034	174	162	964	43	1,535	39	820	114	55	128	
Conventional	2,990	527	3	759	238	827	12	0	91	116	417	
Multunit	1,322	356	165	123	407	0	6	254	10	1	0	
FHA	664	0	126	56	211	0	6	254	10	1	0	
Conventional	658	356	39	67	196	0	0	0	0	*	0	
Nonresidential	2,055	1,428	46	213	67	0	0	0	0	172	129	
\$100 to \$400 Serviced												
Total Mortgage Loans Serviced	54,734	11,525	4,775	7,945	3,946	10,306	202	12,049	1,006	931	2,049	
1-4 Unit Residential	42,436	3,074	3,668	6,638	2,937	10,268	201	11,947	975	805	1,923	
FHA	15,893	1,349	1,551	2,019	684	4,201	114	4,970	246	151	608	
VA	16,490	943	1,653	2,309	481	2,934	67	6,977	340	145	641	
Conventional	10,053	782	464	2,310	1,772	3,133	20	0	389	509	674	
Multunit	4,073	2,257	735	703	136	38	1	102	26	56	19	
FHA	1,075	103	430	357	23	2	1	102	22	35	0	
Conventional	2,998	2,154	305	346	113	36	0	0	4	21	19	
Nonresidential	8,225	6,194	372	604	873	0	0	0	5	70	107	
\$400 to \$800 Serviced												
Total Mortgage Loans Serviced	34,203	5,000	3,269	3,679	1,077	7,371	126	10,579	391	298	2,413	
1-4 Unit Residential	28,383	1,168	2,659	3,433	924	7,318	126	10,010	347	274	2,124	
FHA	10,187	576	1,192	886	186	2,638	72	3,912	234	48	443	
VA	11,337	283	1,059	830	120	2,401	46	6,098	43	32	425	
Conventional	6,859	309	408	1,717	618	2,279	8	0	70	194	1,256	
Multunit	1,333	426	124	53	71	53	0	569	10	11	16	
FHA	694	15	77	8	22	0	0	569	1	2	0	
Conventional	639	411	47	45	49	53	0	0	9	9	16	
Nonresidential	4,487	3,406	486	193	82	0	0	0	34	13	273	
\$800 or More Serviced												
Total Mortgage Loans Serviced	85,504	15,753	8,440	7,874	6,355	15,046	344	24,761	658	3,458	2,815	
1-4 Unit Residential	68,953	4,387	6,971	7,217	4,821	14,983	330	24,417	520	2,684	2,623	
FHA	26,859	1,699	2,925	2,604	1,215	6,557	220	10,045	174	543	877	
VA	29,665	1,242	3,268	2,753	916	5,401	83	14,372	152	599	879	
Conventional	12,429	1,446	778	1,860	2,690	3,025	27	0	194	1,542	867	
Multunit	8,346	5,137	993	350	1,052	63	14	344	95	234	64	
FHA	1,973	427	333	151	528	4	14	344	69	95	8	
Conventional	6,373	4,710	660	199	524	59	0	0	26	139	56	
Nonresidential	8,205	6,229	476	307	482	0	0	0	43	540	128	

**SHARE OF MORTGAGE BANKERS' ORIGINATIONS
BY TYPE OF LOAN, 1973-1978
By Size of Servicing Portfolio**

Table 13

Property and Type of Loan	Size of Servicing Portfolio (in millions of dollars)						
	All Sizes	Under \$50	\$50 to \$100	\$100 to \$200	\$200 to \$400	\$400 to \$800	\$800 Or More
1-4 Unit Residential							
1978	84.2%	58.3%	81.1%	73.6%	83.6%	92.8%	83.0%
1977	78.2	55.5	92.8	79.5	83.0	79.2	76.5
1976	80.5	73.0	79.6	86.6	80.3	80.8	79.7
1975	74.3	70.0	73.9	76.9	74.7	71.9	75.2
1974	66.0	65.1	71.6	66.7	63.2	64.4	66.9
1973	60.4	55.2	71.1	55.4	63.4	56.6	60.8
FHA							
1978	27.2	13.3	30.4	21.0	29.7	26.2	28.3
1977	25.1	12.3	26.3	29.7	26.9	26.9	24.1
1976	25.2	15.0	23.8	27.9	27.1	26.2	25.0
1975	24.8	17.3	24.8	24.7	24.2	25.0	26.7
1974	18.3	16.4	20.3	20.4	16.1	16.6	19.4
1973	17.2	14.5	18.9	17.5	17.6	14.7	18.9
VA							
1978	29.7	20.7	31.2	21.5	32.7	30.4	29.7
1977	35.4	22.0	34.5	35.2	37.7	37.1	36.6
1976	38.4	22.3	31.5	40.4	38.9	40.2	41.7
1975	33.4	22.3	29.4	35.0	35.9	30.8	35.8
1974	30.4	23.6	28.5	31.0	30.9	29.1	32.5
1973	23.7	18.3	23.6	20.1	24.4	24.5	26.1
CONV							
1978	27.3	24.3	19.5	31.1	21.2	36.2	25.0
1977	17.7	21.2	31.5	14.6	18.4	15.2	15.8
1976	17.0	35.7	24.3	18.3	14.3	14.4	13.0
1975	16.1	30.5	19.7	17.2	14.6	16.1	12.6
1974	17.3	25.1	22.8	15.2	16.2	18.6	15.0
1973	19.5	22.4	28.5	17.8	21.3	17.4	15.8
Multunit							
1978	6.6	16.6	4.8	2.7	6.2	1.0	9.7
1977	6.0	2.2	1.0	7.0	5.5	5.8	7.8
1976	6.1	9.6	1.4	3.0	5.6	3.9	9.6
1975	7.8	5.6	7.8	8.0	7.3	6.5	9.0
1974	12.2	7.9	9.2	7.6	13.9	9.7	15.8
1973	15.8	15.8	13.9	15.4	12.8	19.2	16.9
FHA							
1978	2.5	16.3	0.0	0.3	1.8	0.0	3.1
1977	3.0	0.4	0.0	5.8	2.9	2.0	3.5
1976	3.4	4.7	0.4	1.1	2.7	1.9	6.2
1975	3.7	0.5	3.7	2.4	2.9	3.8	5.1
1974	4.4	1.3	4.2	2.9	5.5	3.0	5.6
1973	5.8	3.9	6.6	5.8	5.3	4.3	7.8
CONV							
1978	4.1	0.3	4.8	2.4	4.4	1.0	6.6
1977	3.0	1.8	1.0	1.2	2.6	3.8	4.3
1976	2.7	4.9	1.0	1.9	2.8	2.0	3.4
1975	4.1	5.0	4.0	5.6	4.4	2.6	3.9
1974	7.8	6.6	5.0	4.7	8.4	6.6	10.2
1973	10.0	11.9	7.3	9.6	7.5	14.9	9.1
Nonresidential							
1978	9.2	25.1	14.1	23.7	10.2	6.2	7.3
1977	15.8	42.3	6.2	13.5	11.5	15.0	15.7
1976	13.3	17.5	19.1	10.4	14.2	15.3	10.7
1975	17.9	24.5	18.3	15.1	17.9	21.6	15.8
1974	21.8	27.0	19.2	25.7	22.9	25.9	17.3
1973	23.8	29.1	15.0	29.2	23.8	24.2	22.3
TOTAL ORIGINATED	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Table 14

LOANS ORIGINATED AND LOANS SERVICED BY MORTGAGE BANKERS IN 1978

By Size of Origination Volume (in millions of dollars)						
Less Than \$10,000	\$10,000 to \$25,000	\$25,000 to \$50,000	\$50,000 to \$100,000	\$100,000 to \$200,000	\$200,000 or More	
(dollars in millions)						LOANS ORIGINATED
\$ 868	\$ 3,464	\$ 4,432	\$ 7,062	\$ 9,288	\$12,650	First Mortgage Loans
485	2,910	2,908	5,810	8,060	10,973	1-4 Unit Residential
210	655	1,017	1,834	2,295	4,038	FHA
112	1,141	1,103	1,988	2,735	3,923	VA
163	1,114	788	1,988	3,030	3,012	Conventional
60	52	714	142	530	953	Multiunit
54	0	412	34	24	394	FHA
6	52	302	108	506	559	Conventional
323	502	810	1,110	698	724	Nonresidential
\$ 820	\$ 347	\$ 2,283	\$ 1,578	\$ 2,242	\$ 1,625	Non-1st Mort. Loans
674	161	2,068	1,478	1,911	1,165	Constr. Loans, Face Amt.
304	99	719	128	1,123	450	1-4 Unit Residential
370	62	1,349	1,350	788	715	Other
222	58	1,002	97	1,033	76	Constr. Loans (Amt. Disb.)
52	36	204	28	183	82	Land Development Loans
57	0	6	59	96	95	Second Mortgage Loans
0	0	0	11	40	277	Mobile Home Loans
37	150	5	2	12	6	Other Non-1st Mortgage Loans
\$ 1,688	\$ 3,811	\$ 6,715	\$ 8,640	\$11,530	\$14,275	TOTAL LOANS ORIGINATED
\$13,659	\$12,854	\$14,980	\$22,353	\$37,163	\$50,743	FIRST MORTGAGES SERVICED
5,676	4,650	5,614	8,375	11,822	20,681	1-4 Unit Residential
5,102	4,611	6,330	8,576	15,239	21,352	FHA
2,881	3,593	3,036	5,402	10,102	8,710	VA
1,253	352	3,450	1,521	5,137	5,039	Conventional
574	0	944	446	466	1,564	Multiunit
679	352	2,506	1,075	4,671	3,475	FHA
\$ 2,708	\$ 3,384	\$ 1,864	\$ 5,027	\$ 4,597	\$ 3,787	Conventional
\$ 2,249	\$ 4,541	\$ 3,901	\$ 6,269	\$ 9,338	\$ 8,743	Nonresidential
1,927	857	2,536	2,834	4,192	4,689	Type of Investor
3,058	2,680	2,899	3,615	4,652	5,761	Life Insurance Companies
1,946	783	1,262	1,309	3,154	3,805	Mutual Savings Banks
3,392	4,001	3,635	4,781	8,536	13,083	Savings & Loan Associations
138	82	78	119	154	209	Commercial Banks ²
3,319	2,378	4,439	6,887	13,693	18,410	FNMA
139	225	527	653	331	491	GNMA
987	292	262	312	1,136	2,088	GNMA Mtg. Pools
465	751	755	2,122	1,711	2,290	State Finance Agencies
344	225	327	2,122	0	1,418	Others
121	526	428	0	1,711	872	Serviced own Acct.
\$17,620	\$16,590	\$20,234	\$28,901	\$46,897	\$59,569	With Investor Comm.
						Without Investor Comm.
						TOTAL FIRST MORTGAGES SERVICED
\$ 1,064	\$ 921	\$ 2,224	\$ 1,828	\$ 2,541	\$ 1,972	NON-1ST MORT. LOANS SERVICED
717	275	1,982	1,616	1,799	898	Construction Loans
150	645	220	50	229	114	Land Development Loans
168	1	5	78	262	267	Second Mortgage Loans
0	0	14	31	214	674	Mobile Home Loans
29	0	3	53	37	19	Other Non-1st Mortgage Loans
261	149	118	76	65	30	Total Number of Firms

LOANS ORIGINATED AND LOANS SERVICED BY MORTGAGE BANKERS IN 1978

Table 15

By Size of Servicing Portfolio (in millions of dollars)							Industry Totals
Under \$50	\$50 to \$100	\$100 to \$200	\$200 to \$400	\$400 to \$800	\$800 to \$1,200	\$1,200 or More	
(dollars in millions)							
\$2,108	\$2,160	\$ 4,436	\$ 8,222	\$ 7,381	\$ 5,291	\$ 8,166	\$ 37,764
1,229	1,751	3,266	6,870	6,856	4,092	7,082	31,146
281	657	930	2,437	1,937	1,630	2,179	10,051
436	673	954	2,688	2,245	1,480	2,524	11,000
512	421	1,382	1,745	2,674	982	2,379	10,095
349	104	118	513	70	531	766	2,451
343	0	11	149	1	245	169	918
6	104	107	364	69	286	597	1,533
530	305	1,052	839	455	668	318	4,167
\$1,812	\$ 108	\$ 2,607	\$ 983	\$ 1,528	\$ 952	\$ 905	\$ 8,895
1,619	75	2,271	826	1,330	826	510	7,457
528	75	410	439	688	409	274	2,823
1,091	0	1,861	387	642	417	236	4,634
844	59	367	379	521	242	76	2,488
99	33	143	127	83	66	34	585
57	0	38	10	111	16	81	313
0	0	0	10	0	43	275	328
37	0	155	10	4	1	5	212
\$3,920	\$2,268	\$ 7,043	\$ 9,205	\$ 8,909	\$ 6,243	\$ 9,071	\$ 46,659
\$3,746	\$8,313	\$14,818	\$27,639	\$28,334	\$22,727	\$46,175	\$151,752
1,230	3,593	5,152	10,506	9,905	9,275	17,157	56,818
1,089	3,193	5,073	11,270	11,111	9,709	19,765	61,210
1,427	1,527	4,593	5,863	7,318	3,743	9,253	33,724
899	537	1,414	3,410	1,677	3,049	5,766	16,752
647	24	96	623	511	1,021	1,072	3,994
252	513	1,318	2,787	1,166	2,028	4,694	12,758
\$1,203	\$ 730	\$ 4,056	\$ 3,398	\$ 4,192	\$ 4,245	\$ 3,543	\$ 21,367
\$1,270	\$1,493	\$ 4,835	\$ 6,690	\$ 5,000	\$ 5,736	\$10,017	\$ 35,041
254	298	1,697	3,078	3,269	2,505	5,934	17,035
1,175	1,992	3,371	4,574	3,679	2,916	4,958	22,665
607	273	1,532	2,415	1,077	2,584	3,771	12,259
1,419	3,287	3,795	6,510	7,371	4,536	10,510	37,428
59	50	81	120	127	128	215	780
541	1,195	2,964	9,086	10,578	9,158	15,604	49,126
84	227	859	147	391	151	507	2,366
317	73	308	623	298	1,342	2,116	5,077
122	692	846	1,204	2,413	965	1,852	8,094
55	177	446	812	1,099	733	1,114	4,436
67	515	400	392	1,314	232	738	3,658
\$5,848	\$9,580	\$20,288	\$34,447	\$34,203	\$30,021	\$55,484	\$189,871
\$1,625	\$ 975	\$ 2,788	\$ 1,140	\$ 1,632	\$ 812	\$ 1,578	\$ 10,550
1,262	333	2,536	903	1,222	431	600	7,287
141	642	159	174	147	72	73	1,408
168	0	69	10	255	83	196	781
0	0	0	45	0	221	667	933
54	0	24	8	8	5	42	141
247	114	128	105	53	25	27	699

Table 16

MORTGAGE BANKERS' ACTIVITY, AVERAGE FIRM, 1972-1978

(Dollars in Millions)

1978	1977	1976	1975	1974	1973	1972	LOANS ORIGINATED
\$ 54.0	\$ 44.5	\$ 32.1	\$ 28.1	\$ 27.5	\$ 28.3	\$ 28.6	First Mortgage Loans
44.5	34.8	25.8	20.9	18.1	17.1	18.0	1-4 Unit Residential
14.4	11.2	8.1	7.0	5.0	4.9	8.3	FHA
15.7	15.8	12.3	9.4	8.4	6.7	6.7	VA
14.4	7.8	5.4	4.5	4.7	5.5	3.0	Conventional
3.5	2.7	2.0	2.2	3.4	4.5	4.8	Multiunit
6.0	7.0	4.3	5.0	6.0	6.7	5.9	Nonresidential
12.7	9.2	7.0	5.4	8.9	13.5	12.0	Non-1st Mort. Loans
10.6	8.0	6.0	4.5	7.7	11.5	10.5	Construction Loans, Face Amount
4.0	4.1	2.7	2.1	2.8	3.7	4.2	1-4 Unit Residential
6.6	3.9	3.3	2.4	4.9	7.8	6.3	Other
3.6	6.0	4.0	3.8	6.7	8.7	7.6	Constr. Loans (Amt. Disb.)
0.8	0.7	0.6	0.4	0.8	1.3	1.1	Land Development Loans
0.5	0.1	0.1	0.1	0.2	0.5	0.2	Second Mortgage Loans
0.8	0.4	0.2	0.3	0.3	0.2	0.2	Other Non-1st Mortgage Loans
\$ 66.7	\$ 53.7	\$ 39.1	\$ 33.5	\$ 36.4	\$ 41.8	\$ 40.7	TOTAL LOANS ORIGINATED
\$217.1	\$169.8	\$149.4	\$134.6	\$121.5	\$110.6	\$102.1	FIRST MORTGAGES SERVICED
81.3	66.8	61.2	58.8	57.3	55.5	56.3	1-4 Unit Residential
87.6	71.8	62.0	53.1	46.0	39.7	35.3	FHA
48.2	31.1	26.1	22.9	18.2	15.5	10.5	VA
23.9	18.8	18.7	18.5	17.6	16.0	13.8	Conventional
5.7	6.7	5.6	4.8	3.9	3.1	3.0	Multiunit
18.2	12.1	13.2	13.7	13.7	12.9	10.8	FHA
30.6	32.4	31.6	31.0	27.1	24.2	20.7	Conventional
							Nonresidential
\$ 50.1	\$ 46.0	\$ 47.3	\$ 48.5	\$ 48.0	\$ 46.5	\$ 44.4	Type of Investor
24.4	23.5	24.0	24.6	24.5	24.0	22.5	Life Insurance Companies
32.4	26.3	27.1	25.8	24.5	22.4	18.7	Mutual Savings Banks
17.5	14.9	14.1	14.2	11.8	10.2	9.3	Savings & Loan Associations
53.5	35.2	33.3	32.5	29.8	24.7	21.3	Commercial Banks ²
1.1	1.5	2.4	4.7	3.0	2.2	3.1	FNMA
70.3	55.9	38.4	22.1	14.5	9.5	6.5	GNMA
3.4	2.4	1.7	1.1	0.8	0.4	0.2	GNMA Mtg. Pools
7.3	6.4	5.4	5.8	4.6	4.4	3.8	State Finance Agencies
11.6	8.9	6.1	4.9	4.6	6.7	6.7	Others
6.3	7.9	5.4	4.3	3.7	5.6	5.7	Serviced own Acct.
5.3	1.0	0.8	0.6	0.9	1.0	1.0	With Investor Comm.
							Without Investor Comm.
\$271.6	\$221.0	\$199.8	\$184.2	\$166.2	\$150.9	\$136.7	TOTAL FIRST MORTGAGES SERVICED
\$ 10.4	\$ 5.2	\$ 5.5	NA	NA	NA	NA	NON-1ST MORT. LOANS SERVICED
2.0	0.7	1.6	NA	NA	NA	NA	Construction Loans
1.1	0.3	0.2	0.3	0.4	0.9	NA	Land Development Loans
1.3	0.9	0.3	0.3	0.3	0.1	NA	Second Mortgage Loans
0.2	0.3	0.3	0.3	0.2	0.2	NA	Mobile Home Loans
							Other Non-1st Mortgage Loans
699	734	735	721	730	742	740	Total Number of Firms

PERCENT OF MORTGAGE LOANS ORIGINATED, 1974-1978
By Type of Purchasing Investor by Size of Mortgage Bankers' Servicing Portfolio

Table 17

Purchasing Investor	Size of Servicing Portfolio (in millions of dollars)						
	All Sizes	Under \$50	\$50 to \$100	\$100 to \$200	\$200 to \$400	\$400 to \$800	\$800 Or More
LIFE INSURANCE COS.							
1978	13.7 %	27.3 %	15.4 %	21.4 %	14.4 %	8.4 %	11.3 %
1977	15.0	41.3	9.0	8.7	8.5	17.1	15.5
1976	12.7	11.0	18.1	6.5	15.2	13.3	12.5
1975	16.7	18.2	13.6	15.6	18.9	16.4	16.5
1974	20.4	23.3	18.9	23.2	23.8	21.1	16.6
MUTUAL SAVINGS BANKS							
1978	4.8	3.0	0.1	8.3	4.3	5.2	4.6
1977	4.8	1.1	2.4	3.6	4.4	5.4	6.2
1976	5.0	4.4	2.6	5.3	5.1	4.1	6.1
1975	4.9	1.7	3.0	3.4	4.1	5.0	7.0
1974	6.3	5.4	5.5	5.5	6.0	5.3	7.7
SAVINGS & LOAN ASSN.							
1978	8.8	11.4	17.0	10.9	10.5	7.2	6.2
1977	9.9	11.7	24.2	12.1	10.8	7.5	6.5
1976	13.4	30.6	19.2	16.0	11.1	11.8	9.0
1975	13.2	27.0	15.8	20.9	11.1	13.8	7.4
1974	13.5	19.0	23.1	19.4	12.0	13.3	8.6
COMMERCIAL BANKS²							
1978	5.7	12.9	1.2	5.6	4.0	2.8	8.0
1977	5.8	5.9	2.1	6.5	7.0	4.1	6.4
1976	4.1	4.6	4.2	4.5	3.5	2.2	5.2
1975	3.1	6.2	7.9	1.7	2.5	3.8	2.8
1974	5.2	11.3	4.1	3.9	2.7	8.2	5.0
FNMA							
1978	23.7	32.8	23.2	20.5	27.1	30.2	17.9
1977	13.2	16.5	15.2	14.6	12.4	12.6	12.1
1976	9.9	16.0	13.5	11.3	8.8	6.9	9.0
1975	18.5	20.8	21.5	20.2	18.1	18.4	16.7
1974	21.8	20.8	23.6	19.7	22.3	20.1	22.9
GNMA							
1978	3.4	4.4	0.0	0.5	0.1	0.1	1.8
1977	1.4	0.7	1.1	0.5	2.6	0.6	1.7
1976	6.9	4.7	5.7	5.3	8.2	6.1	8.2
1975	9.5	10.0	9.3	10.4	9.3	11.8	7.9
1974	6.0	2.6	6.1	7.4	6.8	6.8	5.3
GNMA MORTGAGE POOLS							
1978	25.4	5.6	13.2	13.5	28.5	30.6	29.6
1977	40.7	10.7	31.4	39.5	45.9	46.2	44.4
1976	40.1	14.1	23.3	42.1	40.8	48.9	44.8
1975	25.8	3.6	16.6	21.6	26.6	25.6	34.2
1974	16.0	2.6	9.6	14.2	16.5	14.6	21.3
OTHERS							
1978	11.6	2.2	22.6	9.5	8.4	10.2	11.6
1977	6.9	11.7	10.0	11.5	6.9	4.1	4.9
1976	5.5	7.8	11.1	7.3	3.2	4.1	4.1
1975	5.8	9.3	9.6	4.0	5.0	4.3	6.1
1974	7.6	10.1	4.9	3.5	5.5	8.1	10.4
UNCOMMITTED INVENTORY							
1978	2.9	0.4	7.3	9.8	2.7	5.3	9.0
1977	2.3	0.4	4.6	3.0	1.5	2.4	2.3
1976	2.4	6.9	2.3	1.7	4.1	2.6	1.0
1975	2.2	3.2	2.7	2.2	4.4	0.9	1.4
1974	3.2	4.9	4.2	3.2	4.4	2.5	2.2
TOTAL ORIGINATED	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

NOTES AND FOOTNOTES

Volume of Loans Closed applies to the calendar year ending December 31, 1978. Due to rounding, parts may not add to totals.

1. Loans closed for each purchasing investor includes both actual deliveries to those investors and mortgages held in inventory with purchase commitments from that investor.
2. Includes trustee funds.